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## ***Ocean Rate Bulletin***

Seattle/Tacoma Ports To Busan, South Korea

Frozen Potatoes

*Monthly Market Share For: July 1997*

Month\Year: 24\183

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Hanjin	57%	31%	14 Days	\$137.00	\$5		AI	AI				19 KT	\$2,698
Hyundai	28%	49%	9 Days	\$138.00	\$5		AI	AI				19 KT	\$2,717
Maersk	12%	8%	18 Days	\$140.00	\$5		AI	AI				19 KT	\$2,755
Cho Yang	2%	1%	16 Days										

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Frozen Potatoes

Monthly Market Share For: July 1997

Month\Year: 20\218

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Hyundai	42%	18%	13 Days	\$139.00	\$5			AI				19 KT	\$2,736
Evergreen	40%	11%	15 Days <sup>3</sup>	\$136.00	\$5			AI				19 KT	\$2,679
Maersk	10%	11%	18 Days <sup>3</sup>	\$139.00	\$5			AI				19 KT	\$2,736
Yang Ming	5%	4%	18 Days	\$158.00	\$5			AI				19 KT	\$3,097
Mitsui OSK	2%	22%	12 Days	\$139.00	\$5			AI				19 KT	\$2,736
OOCL	0%	13%	11 Days	\$139.00	\$5			AI				19 KT	\$2,736

3 Transit time is based on departure from Tacoma, WA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Frozen Potatoes

Monthly Market Share For: July 1997

Month\Year: 21\66

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Maersk	90%	53%	17 Days <sup>3</sup>	\$191.00	\$5			AI				19 KT	\$3,724
Mitsui OSK	5%	14%	22 Days	\$191.00	\$5			AI				19 KT	\$3,724
Evergreen	5%	8%	22 Days <sup>3</sup>	\$188.00	\$5			AI				19 KT	\$3,667
Hanjin	0%	5%	26 Days	\$189.00	\$5			AI				19 KT	\$3,686
Cho Yang	0%	3%	27 Days										

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Frozen Potatoes

Monthly Market Share For: July 1997

Month\Year: 13\124

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
NYK Line	53%	19%	14 Days	\$156.00	\$5		AI	AI				19 KT	\$3,059
Evergreen	40%	34%	13 Days <sup>3</sup>	\$132.00	\$5		AI	AI				21 KT	\$2,603
Mitsui OSK	7%	19%	17 Days	\$156.00	\$5		AI	AI				19 KT	\$3,059
OOCL	0%	17%	17 Days	\$156.00	\$5		AI	AI				19 KT	\$3,059

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

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# ***Ocean Rate Bulletin***

Seattle/Tacoma Ports To Manila, Philippines

Frozen Potatoes

*Monthly Market Share For: July 1997*

Month\Year: 18\236

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
APL	97%	43%	20 Days	\$188.00	\$5			AI				19 KT	\$3,667
Mitsui OSK	3%	13%	24 Days	\$188.00	\$5			AI				19 KT	\$3,667
OOCL	0%	20%	23 Days	\$188.00	\$5			AI				19 KT	\$3,667
Evergreen	0%	7%	17 Days <sup>3</sup>	\$185.00	\$5			AI				19 KT	\$3,610

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

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## ***Ocean Rate Bulletin***

Seattle/Tacoma Ports To PT Kelang, Malaysia

Frozen Potatoes

*Monthly Market Share For: July 1997*

Month\Year: 5\91

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
APL	100%	26%	18 Days	\$176.00	\$5			AI				19 KT	\$3,439
Mitsui OSK	0%	27%	17 Days	\$176.00	\$5			AI				19 KT	\$3,439
OOCL	0%	14%	16 Days	\$176.00	\$5			AI				19 KT	\$3,439
Hyundai	0%	10%	22 Days	\$168.00	\$5			AI				19 KT	\$3,287

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# ***Ocean Rate Bulletin***

Seattle/Tacoma Ports To Singapore

Frozen Potatoes

*Monthly Market Share For: July 1997*

Month\Year: 2\133

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
APL	50%	25%	16 Days	\$153.00	\$5		AI	AI				19 KT	\$3,002
Hyundai	50%	10%	25 Days	\$145.00	\$5		AI	AI				19 KT	\$2,850
OOCL	0%	13%	15 Days	\$153.00	\$5		AI	AI				19 KT	\$3,002
Mitsui OSK	0%	12%	16 Days	\$153.00	\$5		AI	AI				19 KT	\$3,002
Evergreen	0%	10%	18 Days <sup>3</sup>	\$150.00	\$5		AI	AI				19 KT	\$2,945

3 Transit time is based on departure from Tacoma, WA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Tokyo, Japan

Frozen Potatoes

Monthly Market Share For: July 1997

Month\Year: 88\814

*Surcharges:*

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
Maersk	34%	17%	12 Days <sup>3</sup>	\$150.00	\$5		43%	\$34				18.5 KT	\$4,817
Evergreen	21%	11%	9 Days <sup>3</sup>	\$147.00	\$5		43%	AI				18.5 KT	\$4,089
NYK Line	19%	5%	10 Days	\$150.00	\$5		43%	\$34				18.5 KT	\$4,817
West	16%	9%	16 Days	\$4,300 <sup>1</sup>	AI		AI	AI					\$4,300
Mitsui OSK	3%	17%	12 Days	\$150.00	\$5		43%	\$34				18.5 KT	\$4,817
Hanjin	2%	6%	13 Days	\$147.00	\$5		43%	\$26				18.5 KT	\$4,583
COSCO	1%	35%	13 Days	\$237.00	AI		AI	AI				19 KT	\$4,503
Hyundai	1%	5%	13 Days <sup>3</sup>	\$165.00	\$5		43%	\$34				18.5 KT	\$5,224
Cho Yang	1%	0%	13 Days										
Sea-Land	1%	0%	12 Days	\$150.00	\$5		43%	\$34				18.5 KT	\$4,817

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.